

**CONTRACT**

**WHIO-TV**  
**PO Box 809606**  
**Chicago, IL 60680-9606**  
**(855) 333-2676**

<u>Contract / Revision</u> 149446 / 1		<u>Alt Order #</u> 08346755
<u>Product</u> AFSCME		
<u>Contract Dates</u> 08/16/16 - 08/22/16		<u>Estimate #</u> 5175
<u>Advertiser</u> ISS/AFSCME-A		<u>Original Date / Revision</u> 08/12/16 / 08/24/16
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Property</u> WHIO-TV	<u>Account Executive</u> Philadelphia CoxRep	<u>Sales Office</u> CoxReps Philad
<u>Special Handling</u>		
<u>Demographic</u> Households		
<u>Agency Code</u> TV14573	<u>Advertiser Code</u> 121	<u>Product 1/2</u> 128
<u>Agency Ref</u> 6686		<u>Advertiser Ref</u>

And:

**Waterfront Strategies**  
**3050 K Street NW**  
**Suite 100**  
**Washington, DC 20007**

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	PCodeRtn	Type	Spots	Amount
1	WHIO	08/16/16	08/22/16	M-F 10a-11a	10:00 AM-11:00 A		:30			P-02	NM	2	\$1,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>					
Week:		08/16/16	08/22/16	MTWTF--	2			\$500.00					
2	WHIO	08/16/16	08/22/16	Stephen Colbert	11:35 PM-12:37 X		:30			P-02	NM	3	\$1,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>					
Week:		08/16/16	08/22/16	MTWTF--	3			\$500.00					
3	WHIO	08/16/16	08/22/16	The Price is Right	11:00 AM-12:00 P		:30			P-02	NM	1	\$1,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>					
Week:		08/16/16	08/22/16	MTWTF--	1			\$1,500.00					
4	WHIO	08/16/16	08/22/16	Late Late Show: Cord	12:37 XM-1:35 XM		:30			P-02	NM	1	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>					
Week:		08/16/16	08/22/16	MTWTF--	1			\$350.00					
5	WHIO	08/16/16	08/22/16	NewsCenter 7 @ noon	12:00 PM-12:30 P		:30			P-02	NM	3	\$3,750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>					
Week:		08/16/16	08/22/16	MTWTF--	3			\$1,250.00					
6	WHIO	08/16/16	08/22/16	M-F 4p-5p	4:00 PM-5:00 PM		:30			P-02	NM	5	\$3,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>					
Week:		08/16/16	08/22/16	MTWTF--	5			\$700.00					
7	WHIO	08/16/16	08/22/16	Daybreak Edition 430a	4:25 AM-5:00 AM		:30			P-02	NM	3	\$750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>					
Week:		08/16/16	08/22/16	MTWTF--	3			\$250.00					
8	WHIO	08/16/16	08/22/16	Daybreak Edition 5a	5:00 AM-5:30 AM		:30			P-02	NM	3	\$2,100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>					
Week:		08/16/16	08/22/16	MTWTF--	3			\$700.00					
9	WHIO	08/16/16	08/22/16	NewsCenter 7 5p	5:00 PM-5:30 PM		:30			P-02	NM	1	\$1,750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>					
Week:		08/16/16	08/22/16	MTWTF--	1			\$1,750.00					
10	WHIO	08/16/16	08/22/16	NewsCenter 7 530p	5:30 PM-6:00 PM		:30			P-02	NM	2	\$3,700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>					
Week:		08/16/16	08/22/16	MTWTF--	2			\$1,850.00					

(\* Line Transactions: N = New, E = Edited, D = Deleted)

CMG does not accept advertising contracts that impermissibly discriminate on the basis of race or ethnicity. This non-discrimination provision is a condition of each advertising contract with CMG whether verbal or written.

Two week advance cancellation notice is required unless otherwise specified in writing.

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay CMG within terms specified and until payment in full is received by CMG. Payment by advertiser to agency or to service or payment by agency to service shall not constitute payment to CMG. Cox Media Group will not be bound by conditions, printed or otherwise on contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions.

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<u>Contract / Revision</u> 149446 / 1		<u>Alt Order #</u> 08346755
<u>Contract Dates</u> 08/16/16 - 08/22/16	<u>Product</u> AFSCME	<u>Estimate #</u> 5175
<u>Advertiser</u> ISS/AFSCME-A		<u>Original Date / Revision</u> 08/12/16 / 08/24/16

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	PCode	Rtn	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
11	WHIO	08/16/16	08/22/16	NewsCenter 7 6p	6:00 PM-6:30 PM		:30			P-02		NM	2	\$4,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week: 08/16/16		08/16/16	08/22/16	MTWTF--				2	\$2,000.00					
12	WHIO	08/16/16	08/22/16	Daybreak Edition 6a	6:00 AM-7:00 AM		:30			P-02		NM	2	\$3,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week: 08/16/16		08/16/16	08/22/16	MTWTF--				2	\$1,500.00					
13	WHIO	08/16/16	08/22/16	M-F 7p-730p	7:00 PM-7:30 PM		:30			P-02		NM	5	\$2,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week: 08/16/16		08/16/16	08/22/16	MTWTF--				5	\$500.00					
14	WHIO	08/16/16	08/22/16	CBS This Morning	7:00 AM-9:00 AM		:30			P-02		NM	2	\$2,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week: 08/16/16		08/16/16	08/22/16	MTWTF--				2	\$1,250.00					
15	WHIO	08/16/16	08/22/16	M-F 9a-10a	9:00 AM-10:00 AM		:30			P-02		NM	1	\$400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week: 08/16/16		08/16/16	08/22/16	MTWTF--				1	\$400.00					
16	WHIO	08/20/16	08/20/16	Sat Prime Hour 3	10:00 PM-11:00 P		:30			P-02		NM	1	\$1,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week: 08/15/16		08/15/16	08/21/16	-----1-				1	\$1,000.00					
17	WHIO	08/20/16	08/20/16	CBS This Morning Sa	10:00 AM-12:00 P		:30			P-02		NM	1	\$700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week: 08/15/16		08/15/16	08/21/16	-----1-				1	\$700.00					
18	WHIO	08/20/16	08/20/16	Sa-Su Early News	6:00 PM-7:00 PM		:30			P-02		NM	1	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week: 08/15/16		08/15/16	08/21/16	-----1-				1	\$500.00					
E 19	WHIO	08/20/16	08/20/16	Sa 7p-730p	7:00 PM-7:30 PM		:30			P-02		NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week: 08/15/16		08/15/16	08/21/16	-----4-				4	\$500.00					
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>			<u>Type</u>		
	1	WHIO	08/15/16-08/21/16	Sa 7p-730p	7:00 PM-7:30 PM	-----Sa--	:30		<del>\$500.00</del>			NM		
	Credited													
	2	WHIO	08/15/16-08/21/16	Sa 7p-730p	7:00 PM-7:30 PM	-----Sa--	:30		<del>\$500.00</del>			NM		
	Credited													
	3	WHIO	08/15/16-08/21/16	Sa 7p-730p	7:00 PM-7:30 PM	-----Sa--	:30		<del>\$500.00</del>			NM		
	Credited													
	4	WHIO	08/15/16-08/21/16	Sa 7p-730p	7:00 PM-7:30 PM	-----Sa--	:30		<del>\$500.00</del>			NM		
	Credited													
E 20	WHIO	08/20/16	08/20/16	Sa 730p-8p	7:30 PM-8:00 PM		:30			P-02		NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week: 08/15/16		08/15/16	08/21/16	-----1-				1	\$225.00					
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>			<u>Type</u>		
	1	WHIO	08/15/16-08/21/16	Sa 730p-8p	7:30 PM-8:00 PM	-----Sa--	:30		<del>\$225.00</del>			NM		
	Credited													
21	WHIO	08/21/16	08/21/16	NewsCenter 7 Noon S	12:00 PM-12:30 P		:30			P-02		NM	1	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week: 08/15/16		08/15/16	08/21/16	-----1				1	\$500.00					
22	WHIO	08/21/16	08/21/16	NewsCenter 7 6p Su	6:00 PM-7:00 PM		:30			P-02		NM	1	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					

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		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		08/15/16	08/21/16	-----1				1	\$500.00					
23	WHIO	08/21/16	08/21/16	Sun Prime Hour 2	8:00 PM-9:00 PM		:30			P-02		NM	1	\$4,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		08/15/16	08/21/16	-----1				1	\$4,500.00					
24	WHIO	08/21/16	08/21/16	CBS Su Morning	9:00 AM-10:30 AM		:30			P-02		NM	1	\$1,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		08/15/16	08/21/16	-----1				1	\$1,000.00					
E 25	WHIO	08/18/16	08/18/16	Thur Prime Hour 2	9:00 PM-10:00 PM		:30			P-02		NM	3	\$4,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		08/15/16	08/21/16	---1---				1	\$4,500.00					
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>			<u>Type</u>		
	1	WHIO	08/15/16-08/21/16	Thur Prime Hour 2	9:00 PM-10:00 PM	----Th----	:30		<del>\$4,500.00</del>			NM		
	See MG 25.2,25.3,25.4													
	2	WHIO	08/18/16-08/18/16	NFL Browns Pre-Season FB	Various	----Th----	:30		\$1,500.00			NM		
	(M)	MG for 25.1 08/18												
	3	WHIO	08/18/16-08/18/16	NFL Browns Pre-Season FB	Various	----Th----	:30		\$1,500.00			NM		
	(M)	MG for 25.1 08/18												
	4	WHIO	08/18/16-08/18/16	NFL Browns Pre-Season FB	Various	----Th----	:30		\$1,500.00			NM		
	(M)	MG for 25.1 08/18												
E 26	WHIO	08/16/16	08/22/16	M-Su 11p News	11:00 PM-11:35 P		:30			P-02		NM	1	\$2,250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		08/16/16	08/22/16	MTWTFSS				2	\$2,250.00					
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>			<u>Type</u>		
	2	WHIO	08/16/16-08/22/16	M-Su 11p News	11:00 PM-11:35 P	MTuWThFSaSu	:30		<del>\$2,250.00</del>			NM		
	Credited													
Totals									0.00				47	\$47,750.00

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
08/01/16 - 08/22/16	47	\$47,750.00	(\$7,162.50)	\$40,587.50
<b>Totals</b>	47	\$47,750.00	(\$7,162.50)	\$40,587.50

**Signature:** \_\_\_\_\_ **Date:** \_\_\_\_\_

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REP HEADLINE# 8346755 TRF# 149446  
\$\$\$ MOD# 1: UNAPPROVED REV #1 \$\$\$

REP: TEL# 610-293-4100 FAX# 610-225-1191  
CREDIT ADVISORY: AGENCY CREDIT RISK !!  
ORDER WORKSHEET HARRIS REPORT FROM REP AUG31/16 12.18  
\*\*\*CHANGES\*\*\* \*\* WHIO-TV \*\*\*

ADV # ADV. NAME ISS/AEFCME REP. # OFF. # SALESMAN #  
AGY # AGY. NAME WATERFRONT STRATEGIES BUYER NAME DAVID OUTEN

3050 K STREET NW - SUITE 100  
WASHINGTON, DC 20007  
SALES PRSN PH- NICK WELTE

ORDER # CONTRACT # 8346755 CLASS: NATL. LOCAL REGIONAL  
PRDCT AEFCME EST#5175 COMMENTS: (LINE, ORDER, INVOICE)

FLIGHT DATES AUG16/16 AUG22/16 WK-1

CITY TAX STATE TAX CO-OP BILLING NEEDED DATE AUG31/16 12.18

REP: TO DEANNA  
FR JARED  
OK'D M2 FOR CREDIT  
SEE LINES 19,20,26  
RVSD TOTAL \$47,750 (-4475)  
PLS CNF THANKS

STA:  
CON CM \*\*\*\*\* THIS IS A CASH IN ADVANCE SCHEDULE \*\*\*\*\*

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS/WK	WEEK INVT	DAYS	TOTL SPTS
-------	-----	----	-------------	------	-----	------	------------	----------	---------	-----------	------	-----------

19	S		700P-730P	30		\$500.00	8/20	8/20	0		SAT	0
PROGRAM : WHEEL OF FORTUNE CON COM1: WHEEL OF FORTUNE CREDIT TAKEN FOR 4 SPOT(S) MISSED AUG20												
20	S		730P-800P	30		\$225.00	8/20	8/20	0		SAT	0
PROGRAM : OHIO LOTTERY CASHEXPLOSION SHOW CON COM1: OHIO LOTTERY CASHEXPLOSION SHOW CREDIT TAKEN FOR 1 SPOT(S) MISSED AUG20												

REP HEADLINE# 8346755 TRF# 149446  
\$\$\$ MOD# 1: UNAPPROVED REV #1 \$\$\$

REP: TEL# 610-293-4100 FAX# 610-225-1191  
CREDIT ADVISORY: AGENCY CREDIT RISK !!  
ORDER WORKSHEET HARRIS REPORT FROM REP

AUG31/16 12.18  
\*\*\* CHANGES \*\*\* \*\* WHIO-TV \*\*\*

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS/WK	WEEK INVT	DAYS	TOTL SPTS
-------	-----	----	-------------	------	-----	------	------------	----------	---------	-----------	------	-----------

26	ES		1100P-1135P	30		\$2,250.00	8/16	8/22	1		TU-M	1
----	----	--	-------------	----	--	------------	------	------	---	--	------	---

PROGRAM : NEWS CENTER 7  
CON COM1: NEWS CENTER 7  
CREDIT TAKEN FOR 1 SPOT(S) MISSED AUG20  
STATION MAKEGOOD OFFERS:

M2	OK'D	BUY#19	MISSED: SAT/700P-730P				AUG20		30S	\$500.00	(AUG23/16)	
			SAT/700P-730P				AUG20		30S	\$500.00		
			SAT/700P-730P				AUG20		30S	\$500.00		
			SAT/700P-730P				AUG20		30S	\$500.00		
		BUY#20	SAT/730P-800P				AUG20		30S	\$225.00		
		BUY#26	TU-M/1100P-1135P				AUG20		30S	\$2,250.00		

OFFER: NONE  
CMT: SPOTS NA PLEASE CREDIT

AUG/16 47750.00 CONTRACT TOTAL 47750.00  
TOTAL SPOTS 47

MARKET TOTALS \$113,532 WHIO 46% WDTN 27% WKEF 16% WRGT 10% CABL 0% WBDT 1%  
SVC- NSI  
DEMOS- RA35+\*

MOD CODE A-ADD B-BUY TYPE C-CANCELLED DE-DELETE E-EFF DATES L-LENGTH M-MAKEGOOD N-PROGRAM NAME  
P-CLASS, PLAN, SECT Q-PAID PGM R-RATE S-SPOTS PER WEEK T-TIME X-LATE Y-DAYS Z-COMMENTS \*-MULTIPLE